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For Their Continued Success

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*– From Your
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*Banking and Commercial,
Business and Corporate,
Employee Benefits,
Environmental,
Estate Planning,
Hospital and Health Care Law,
Labor and Employment,
Litigation,
Municipal,
Real Estate.*

Welcome to Our Magazine: The Quiet Giant of Knifedom

Even though Camillus Cutlery is the oldest knife manufacturer in the country, you'd never know it.

Since 1876 we have been providing America with quality pocket knives without a big fanfare. Considering that our strength in the industry has always revolved around our quality manufacturing, we've never been much for high fallootin' advertising campaigns because we've always believed that if we maintain our quality standards, there would always be a market for our products. That truth still remains today. That's probably why we've been referred to as the quiet giant of knifedom. And, we're proud of that!

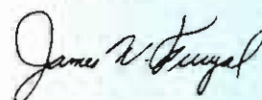
Even though our Camillus and Western brand products are known and respected around the world, we're also known as the Private Label Contract King, since we provide more private label knives than anyone in the world. That's why, when it comes to manufacturing quality knives...there's no substitute for experience. Our principles of values, workmanship, quality vendors and products as well as our skilled employees are the best in the world. These are the standards we work with and live by...we've done it for over 100 years and we're not changing now.

We'd like to thank our vendors/partners for their support of this magazine and for making it all possible. We would also like to thank our employees, including all the third and fourth generation craftspeople who help us maintain our level of quality workmanship.

Camillus Cutlery is committed to the global needs and changes of the future and is striving to provide new technology and innovation for useful and productive living throughout the world.

**Made in the U.S.A....
Sold Worldwide**

Thank you,



James W. Furgal, President

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Camillus Cutlery Co.

54 Main Street, Camillus, NY 13031

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The Tradition Begins...

1876 was the year Camillus Cutlery Company came into being, when an immigrant from Germany set himself up in the imported hardware and cutlery business in New York City.



Circa early 1900s

Business prospered until protective tariffs late in the 19th Century made imports too costly and a domestic source of good cutlery had to be found if the business was to survive.

The founder, Adolph Kastor located such a supplier at a small knife factory in Camillus, N.Y., and purchased the factory outright. Mr. Kastor began producing knives, and the village of Camillus saw a modern industrial enterprise take form, creating employment and contributing wealth to the community.

The First Century

World War I tremendously stepped up production as the U.S. and allied governments ordered Navy and Army knives as well as surgical scalpels. The first orders for the war effort came from the Canadian Government in 1914 – the marlin spike knives for use by the British and Canadian Navies.

When WWII began, over one half of Camillus production was required to feed the U.S. war machines. By October of 1942, 90% of the products produced were for the government. Over 13,000,000 knives were sent to Uncle Sam's forces. Camillus Cutlery proudly accepted the coveted Army and Navy "E" Award not once, but three times, for its excellence in manufacturing and dedication to the war effort.



Circa 1941-1945

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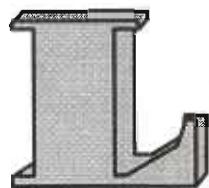
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The Tradition Continues...

For over a century, the Camillus Cutlery Company has produced more knives for other firms than any other knife contractor in the United States.

Many companies have taken advantage of this profitable opportunity. With minimum requirements and the ability to meet other basic mechanical criteria, it's a feasible and realistic alternative that automatically builds value for any company.

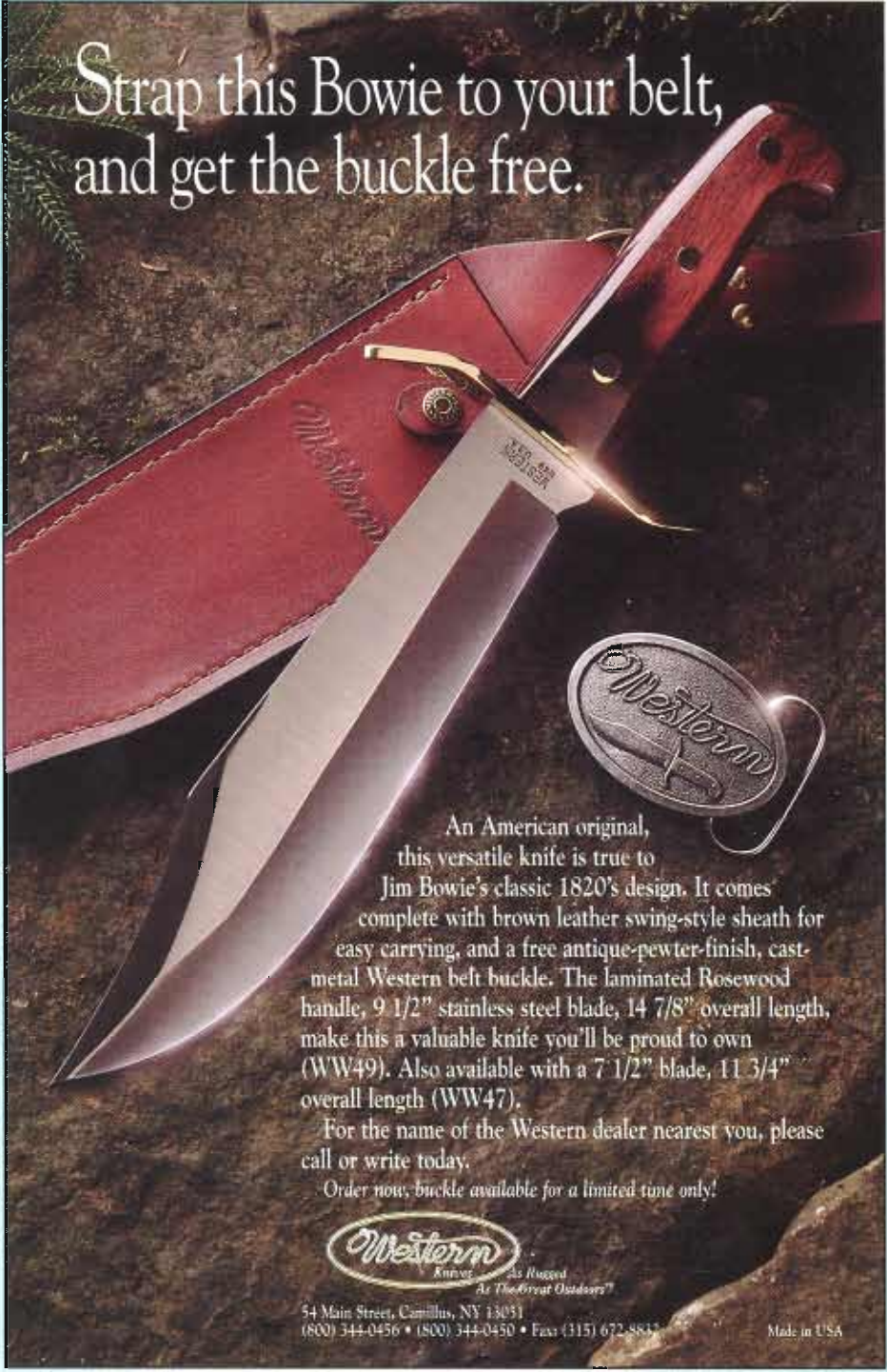
The Second Century

As the largest private label manufacturer of knives in the world, Camillus Cutlery has long been the primary supplier for the Boy Scouts of America as well as the manufacturer of knives for Remington Arms, Sears, Roebuck & Company, and the U.S. Government.

What really separates Camillus Cutlery from the rest of the pack is its workmanship and materials. No skimping is allowed on materials or processes...only the finest will do. Camillus is one of the world's most innovative designers and has reaped many industry design awards for outdoor sports, industrial, military and pocket knives.

To further enhance its product line, in 1991 Camillus bought the Western Cutlery trademark. Western Cutlery had been a long established and honored manufacturer of quality fixed blade knives, including the world famous Bowie. These fine knives are now proudly manufactured under the Western brand name in Camillus, NY.

Strap this Bowie to your belt,
and get the buckle free.



An American original, this versatile knife is true to Jim Bowie's classic 1820's design. It comes complete with brown leather swing-style sheath for easy carrying, and a free antique-pewter-finish, cast-metal Western belt buckle. The laminated Rosewood handle, 9 1/2" stainless steel blade, 14 7/8" overall length, make this a valuable knife you'll be proud to own (WW49). Also available with a 7 1/2" blade, 11 3/4" overall length (WW47).

For the name of the Western dealer nearest you, please call or write today.

Order now; buckle available for a limited time only!



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1996 marks Camillus' 120th year of manufacturing quality, all-American made knives. We proudly herald this anniversary of manufacturing excellence.



Rugged As the Great Outdoors™

This year is the celebration of Western Cutlery's 100th anniversary. Its origins date back to 1896, making Western one of the few remaining old-time cutlery manufacturers in the United States.

W

orld Markets...

The Hunting and Fishing Knife Market

The hunting and fishing knife market is an area of expertise that Camillus Cutlery has been featured and written about in just about every national magazine published in the U.S. For over 120 years, we have been manufacturing high quality hunting knives that are known worldwide.



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The Outdoor Sports Market

Western knives are as rugged as the great outdoors. Yes, for 100 years Western Cutlery has been providing quality outdoor knives for the outdoors sports and recreation market. Western Cutlery remains the knife of choice for camping, fishing, hunting, farming, ranching and outdoor survival of all types.

The Pocket Knife Market

Ranging from collector or commemorative type knives to the day-to-day whittler pocket knife....Camillus has probably produced more knives in the pocket knife market than most of the other knife companies combined.



*Congratulations
To Camillus and Western!
We value our
long relationship.*



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Did you see the clutter cutter on page 3?

That's where you'll find one of the attention-getting, award-winning advertisements we created for Camillus Cutlery. To learn how we can carve out successful marketing communications for your business, please call or write today.



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The Military Knife Market

The Military knife market is one of our proudest achievements and one that Camillus Cutlery is recognized for throughout the world. For over ninety years, Camillus has been a major cutlery supplier for the U.S. Government.



The Casino Market

As a result of our high quality, high value, and worldwide reputation, Camillus Cutlery is providing the Casino Gaming Industry with new and exciting products. With an exceptional range of products extending from customized or personalized products to advertising specialties, premium incentive opportunities to VIP Collector/Commemorative presentation pieces to Special Events, Tournaments, Gift Shops as well as Kitchen Cutlery.

The Industrial Tool Market

The utility market, otherwise referred to as the tradesmen or industrial market, has been a major stronghold for Camillus Cutlery. Whether specifically designed knives that serve an industrial purpose, the Dura-Tool tradesman knives, or ad specialty/premium incentive knives, Camillus provides the tool knife of choice.



Worldwide Distribution

With

120 years of quality manufacturing experience, we have had the privilege of selling our products throughout the world. We're extremely proud of this achievement, and as we move into the future, our development through distribution is growing faster and faster.



Our product is distributed in Argentina, Finland, Japan, Spain, Australia, France, Mexico, Sweden, Austria, Germany, Netherlands, Switzerland, Bahamas, Great Britain, New Zealand, Taiwan, Belgium, Greece, Norway, Turkey, Bulgaria, Guam, Panama, the United Arab Emirates, Canada, Holland, Poland, the Czech and Slovak Republics, Hungary, Romania, Israel, South Africa, the Virgin Islands, Denmark, Italy, Singapore, the former Yugoslavia and the former Soviet Union.

Our worldwide distribution represents various channels ranging from wholesale distribution to dealer direct programs.

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Glimpses of Camillus' Past



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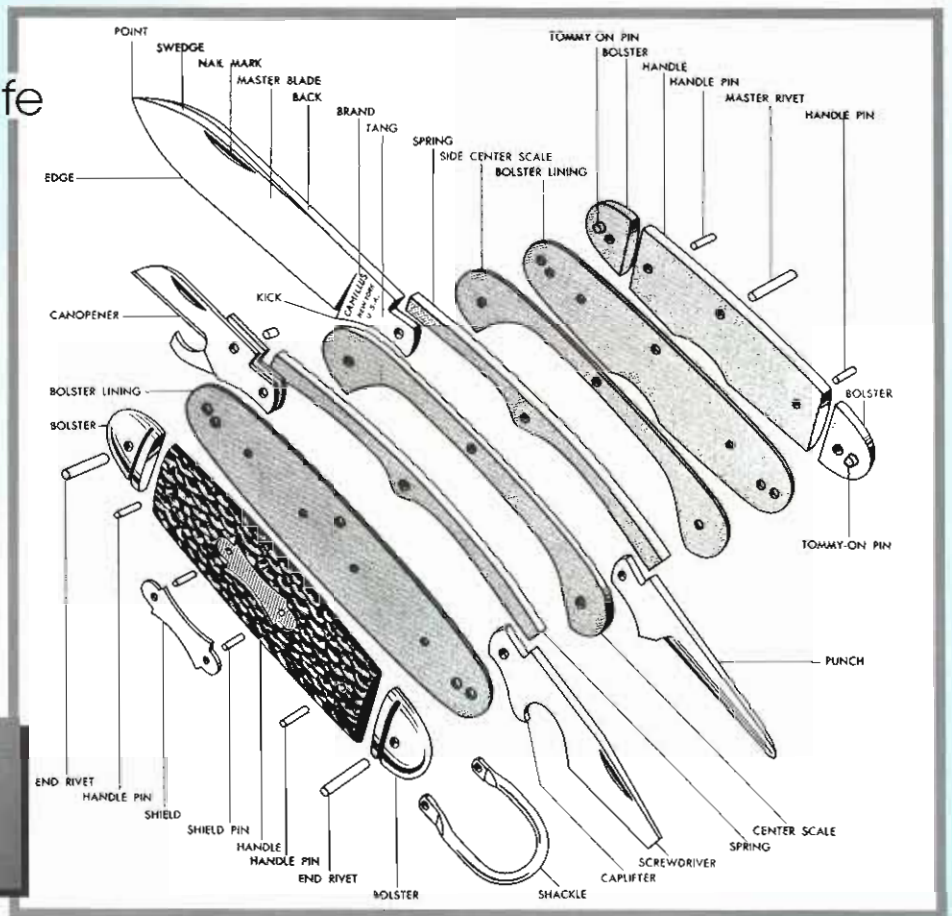
79 Perry Street
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The Making of a Knife

Our experience includes working with many small parts such as those illustrated in this "exploded view" of a knife.

From blanking to forming, to riveting, to polishing, to shaping handles and working with various materials, there are more than 100 operations involved in manufacturing a knife.

The Parts of a Pocket Knife



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The Collectors' Market

Camillus

*Cutlery is no stranger
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The Camillus Classic Cartridge 6 knife is the sixth in a series of highly prized collectibles. As with the first five models, this limited edition has a genuine jugged bone handle, authentic brass .44 Remington Mag Cartridge, an inert primer and an etched 440 Stain-less steel blade. Made in the U.S.A., of course!



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The Home Market

For over 120 years, Camillus Cutlery has been known throughout the world as a manufacturer of high quality cutlery.

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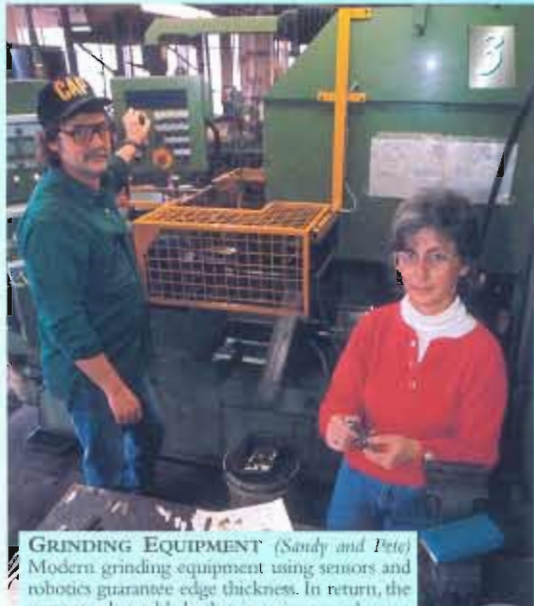
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INDIVIDUAL INSPECTION, PART OF EVERY OPERATOR'S JOB. (Joanna and Cindy) Detect defective material or faulty operations. A variety of gauges and hand tools are supplied to insure that all inspection standards are met.



HEAT TREAT AND INSPECTION (Mike and Al) State-of-the-art heat treating equipment is used to insure blades are the absolute hardness for holding an edge but not compromising ability to re-sharpen. Rockwell, Tinsley and grain size checks are made on every job. History is kept to maintain accurate records.



GRINDING EQUIPMENT (Sandy and Pete) Modern grinding equipment using sensors and robotics guarantee edge thickness. In return, the customer has a blade that is easier to resharpen and lasts longer.



MAINTENANCE, TOOL MAKERS AND SET-UP PERSONNEL (Rodney and Tim) Camillus support personnel have years of on-the-job training. Because of their expertise, we are able to maintain close tolerance, smooth production runs and lower costs.

When it comes to manufacturing quality knives...there's no substitute for experience!

With more than 120 years of cutlery manufacturing experience, the craftsmen and craftswomen at Camillus are committed to constant research into the efficiency of knife design and the development of improved cutlery performance.

At the heart of any knife is the steel used in the blade. These blades are made with such precision that "if a person were to bake a cake with the same relative care, their measurements would be in the ten thousandths of an ounce." During our manufacturing process, the basic steel is tempered, treated and passes through constant metallurgical analysis.

Our facilities are the most modern for the manufacture of cutlery. Modern machines and methods, combined with highly skilled workmanship and engineering, have made it not only one of the largest mass producers of knives, but also the producers of the very finest quality knives.

Quality Manufacturing Excellence

No matter how superior the basic materials, any knife is only as good as the "craftspeople" that made it. Generations of employees have grown up in a tradition of cutlery excellence and their skills have been passed on through the constant training of new apprentices. As a result, the Camillus work force is not only skilled in their craft, but also has pride in the knives they manufacture.

Our manpower (some third and fourth generation) is probably the most important factor in the great productivity of the Camillus Cutlery Company.



PROCESS INSPECTORS (Maria and Kathy) Communication is a key element in a smooth organization. Process inspectors are in constant communication with all sampling stations, shop supervisors and engineers to insure that components and assembled knives are up to established criterion.



SHARPENING (Sharon) It takes great skill to get a razor sharp edge. The edge is put on with delicate human touch, guided to the perfect keenness required in all Camillus blades.



AUTO BUFF (Leon) Well-tuned equipment and workmanship buff bolsters, shields and handles to a high polished finish.



SORTING/FINAL INSPECTION (Marilyn) Your new Camillus knife has gone through several checks and one last look over insures you have obtained the best for your money.



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120th
Anniversary

Congratulations!



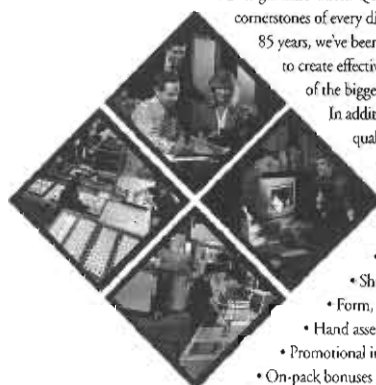
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